



STIC Search Report

EIC 3600

STIC Database Tracking Number: 113786

TO: Susanna Diaz
Location: cpk 5 7T04
Art Unit : 3623
Thursday, February 12, 2004

Case Serial Number: 09514997

From: Sylvia Keys
Location: EIC 3600
PK5-Suite 804
Phone: 305-5782

sylvia.keys@uspto.gov

Search Notes

Dear Examiner Diaz,

Please read through the results.

If you have any questions, please do not hesitate to contact me.

Sylvia

Reviewed all results
12/23/04
SMJ

EIC3600 COMMERCIAL DATABASE SEARCH REQUEST

☐ RUSH - SPE signature required: 09/514,997

Business Methods Case: 705/ 10

Write in 705 subclass(es) to search required files for 705 cases or cases cross referenced in 705.

Staff Use Only	
Access DB#	<u>113786</u>
Log Number	<u>18</u>

Requester's Full Name: Susanna Diaz Examiner #: 76267 Date: 1/6/04

Art Unit: 3623 Phone Number 305-1337 Serial Number: 09/514,997

Bldg & Room #: Park 5- 7704 Results Format Preferred: PAPER ☒ DISK ☐ E-MAIL ☐

If more than one search is submitted, please prioritize searches in order of need.

Provide the PALM Bib page or the following:

Title of Invention: Automatic Lead distribution and Processing Confirmation

Inventors (provide full names): Axel Schultz

Earliest Priority Filing Date: 2/25/00

Requested attachments:

- If possible, provide the cover sheet, the IDS, examples, or relevant citations, authors, etc, if known.
- Please attach copies of the parts of this case that help explain or are most pertinent to this search. Examples are:
abstract, background, summary, claim(s) [not all of the claims].

The claimed or apparent novelty of the invention is:

I am looking for a database of sales leads that are sold to interested parties. A user interested in purchasing a sales lead(s) specifies desired criteria of the sales leads. The user is presented with a list of qualifying leads. The user then selects which leads are of interest to him/her. The selected leads are transferred to a separate database that only the user can access for a predetermined period of time. When this period of time expires, the selected leads are transferred back to the original database for other users to access. If you find this, please also look for a notification to a lead (i.e., the customer) that he/she has been selected by a user.

Thanks,
Susie

Special Instructions or Other Comments

File 256:SoftBase:Reviews,Companies&Prods. 82-2004/Jan
(c)2004 Info.Sources Inc
File 2:INSPEC 1969-2004/Feb W1
(c) 2004 Institution of Electrical Engineers
File 35:Dissertation Abs Online 1861-2004/Jan
(c) 2004 ProQuest Info&Learning
File 65:Inside Conferences 1993-2004/Feb W2
(c) 2004 BLDSC all rts. reserv.
File 99:Wilson Appl. Sci & Tech Abs 1983-2004/Jan
(c) 2004 The HW Wilson Co.
File 233:Internet & Personal Comp. Abs. 1981-2003/Sep
(c) 2003 EBSCO Pub.
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
(c) 2002 The Gale Group
File 474:New York Times Abs 1969-2004/Feb 11
(c) 2004 The New York Times
File 475:Wall Street Journal Abs 1973-2004/Feb 11
(c) 2004 The New York Times

?ds

Set	Items	Description
S1	9	(SALE? OR BUSINESS) () (LEAD? ? OR LEAD OR LEADS) (5N) (DATABA- SE? OR DB DATA() (BASE? OR FILE?) OR DATABANK? OR DATA() BANK? - OR SERVER?)
S2	4135992	(VIEW? OR SELECT? OR DISPLAY? OR UPLOAD? OR DOWNLOAD OR SH- OW? ? OR REVEAL? OR VISIBLE OR ONSCREEN? ? OR ON() SCREEN? ? OR OUTPUT? OR DESKTOP? OR VISIBLE?)
S3	32312	S2(5N) (EXPIRAT? OR TERMINAT? OR END? ? OR ENDING OR EXPIR? OR CESSATION? OR CEAS? OR CONCLUD? OR HALT? OR CANCEL? OR SUS- PEN? OR STOP???? OR DISCONTINU? OR DISABL?)
S4	4125	S2(5N) (TIME OR FIXED) (2W) (FRAME? OR LIMIT? OR REQUIRE? OR - PERIOD?) OR (PREDETERMIN? OR LIMITED) () TIME?
S5	8561	(NOTIF? OR CONFIRM? OR CONFIRM? OR ACKNOWLEDG? OR DETERMIN- ?) (5N) (SELECTION? OR LEAD OR LEADS)
S6	10	AU=(SCHULTZE, A? OR SCHULTZE A?)
S7	0	S1 AND (S3 OR S4)
S8	0	S1 AND S2
S9	0	S1 AND S5
S10	0	(SALE? OR BUSINESS) () (LEAD? ? OR LEAD OR LEADS) (5N) (S3 OR - S4)
S11	13	(SALE? OR BUSINESS) () (LEAD? ? OR LEAD OR LEADS) (5N) (S2 OR - S5)
S12	12	S11 NOT PY>2000
S13	11	RD (unique items)
S14	0	S6 AND S1

13/5/1 (Item 1 from file: 256)
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00118568 DOCUMENT TYPE: Review

PRODUCT NAMES: Advertising (830992); Internet Marketing (835552)

TITLE: Breaking Down the Banners
AUTHOR: Wang, Nelson
SOURCE: Internet World, p34(1) Aug 1, 1999
ISSN: 1097-8291
HOME PAGE: <http://www.iw.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

A discussion of advertising in the e-business arena indicates that online marketers are hungry for more data that can give them insight to the effectiveness of their banner campaigns. Online marketers have found that clickthrough rates are not informative enough for evaluating whether ads increase sales, or that banner ads enhance consumer awareness to the extent that more purchases and referrals can be predicted for the future. Various new tools are available to marketers for companies selling products online and those that use the Web for branding. Data that can be analyzed include purchases generated, pages viewed, users registered, audience reached, sales leads generated, and clickthroughs. Brad Aronson, president of I-Frontier, an interactive agency, says most of his clients analyze their campaigns by viewing statistics, including the number of users who look at more than one page on the site; view a particular area on the site; and return to the site later. I-Frontier uses AdKnowledge's system to track various types of statistics, and most of the leading ad serving solutions, including DoubleClick, AdForce, and NetGravity, provide similar types of tracking abilities. The Voyager service from Millward Brown Interactive recruits a large group of representative Internet users and pays them to monitor their own movements on the Web. Online markets ink deals with Voyager to match cookies from their ad campaigns with the cookies generated by Voyage's panel.

COMPANY NAME: Vendor Independent (999999)
SPECIAL FEATURE: Charts
DESCRIPTORS: Advertising; Internet Marketing; Internet Traffic Analysis;
Market Research; Webmasters
REVISION DATE: 20010330

13/5/2 (Item 2 from file: 256)
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00114254 DOCUMENT TYPE: Review

PRODUCT NAMES: Vantive Vista (739782); BackWeb Sales Accelerator (730025); Castanet 4.0 (631167)

TITLE: Vendors Push Forward
AUTHOR: Sweat, Jeff
SOURCE: Information Week, v721 p22(2) Feb 15, 1999
ISSN: 8750-6874
HOME PAGE: <http://www.informationweek.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Just when push technology was considered dead and floating in the water, newly invigorated push-oriented products, such as Vantive Vista from Vantive, BackWeb Sales Accelerator from BackWeb Technologies, and Marimba's Castanet, are revitalizing the technology. Vantive Vista can deliver disparate sales data from many different sources for individual users to customize, such as a salesperson being alerted when **sales leads** drop below a pre- **determined** acceptable level. Sales Accelerator, using workflow features to display sales and marketing plans, can push sales data and related information out to thousands of salespersons around the world. Resellers needing this information can have it automatically sent on a schedulable basis by Sales Accelerator. Castanet can implement, manage, and automatically update applications for many small- and mid-sized companies, and the inventory management features are top notch.

COMPANY NAME: PeopleSoft Inc (484521); BackWeb Technologies Inc (626163)
; Marimba Inc (622303)
DESCRIPTORS: Alerts; Electronic Software Distribution; Information
Retrieval; Network Software; Workflow
REVISION DATE: 20020730

13/5/3 (Item 3 from file: 256)
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00104734 DOCUMENT TYPE: Review

PRODUCT NAMES: BusinessMap (617873); MarketPlace (777617); select Phone (418625); PhoneDisc PowerFinder (429121)

TITLE: High-Tech Marketing Hits The Target
AUTHOR: McCollum, Tim
SOURCE: Nation's Business, v85 n6 p39(3) Jun 1997
ISSN: 0028-047X
HOMEPAGE: <http://www.nbmag.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Environmental Systems Research Institute's (ESRI's) BusinessMap, iMarket's D & B Marketplace, Pro CD's select Phone, and PhoneDisc's now American Business Information's PhoneDisc PowerFinder are high-tech marketing products highlighted in a discussion of mapping software's, business databases', and sales force automation tools' usefulness to small businesses. A media director for a golf-club maker uses BusinessMap to quickly chart the latest sales of golf clubs according to city, state, and region. A software-based map on his computer display shows markets where clubs sell well, and he can easily visualize actual sales and forecast sales trends according to location and time. Database mapping provides companies with a graphic view of markets, but some small companies want more information to assist in finding fruitful markets. They can employ software that searches databases from the desktop, including D & B Marketplace, which allows users to search DBIS's information on financial institutions from the desktop. D & B Marketplace streamlines and speeds tasks required to generate targeted lists of prospects. **Business leads** can be obtained from **select** Phone and PhoneDisc PowerFinder, which are CD-ROMs with business and residential telephone listings from across the U.S. Users can also employ Act! contact management software to store contact data and notes about investment preferences.

COMPANY NAME: ESRI (082457); iMarket Inc (518026); Pro CD Inc (547387);
infoUSA.com Inc (511765)
DESCRIPTORS: Content Providers; Financial Institutions; Information

1 Retrieval; Market Research; Marketing Information; Telephone
Directories
REVISION DATE: 20030925

13/5/4 (Item 4 from file: 256)
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00088551 DOCUMENT TYPE: Review

PRODUCT NAMES: Company--Digital Equipment Corp (850217)

TITLE: DEC firms up platform, Internet strategy
AUTHOR: Goldberg, Michael
SOURCE: Computerworld, v30 n8 p24(1) Feb 19, 1996
ISSN: 0010-4841
HOMEPAGE: http://www.computerworld.com

RECORD TYPE: Review
REVIEW TYPE: Company

Digital Equipment has determined to create a more consistent product strategy, making a commitment to two hardware platforms, Intel and Alpha, three operating systems, DEC UNIX, Windows NT, and OpenVMS; and a new division focusing on Internet software. Digital has also reinforced its commitment to resellers and integrators, acknowledging that much of its financial success has been due to indirect channels. The company is planning to give more sales leads to its partners as a show of gratitude. The company will also be improving the performance of its 64-bit AlphaServers and Digital UNIX operating system, and will offer clustering technology for systems running Oracle databases. These moves will significantly improve reliability for mirrored servers. In addition, the clock speed on Alpha processors will be increased every six months in order to stay ahead of other vendors.

COMPANY NAME: Digital Equipment Corp (395510)
DESCRIPTORS: Alpha; OpenVMS; Operating Systems; Software Marketing; UNIX;
Windows NT/2000
REVISION DATE: 20030430

13/5/5 (Item 1 from file: 2)
DIALOG(R) File 2:INSPEC
(c) 2004 Institution of Electrical Engineers. All rts. reserv.

02826741 INSPEC Abstract Number: D87000886

Title: A rep writes his own software to success

Journal: Sales & Marketing Management vol.137, no.8 p.80-1

Publication Date: Dec. 1986 Country of Publication: USA

CODEN: SMMAD7 ISSN: 0163-7517

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G)

Abstract: After looking in vain for software that would meet his needs, Robert T. Pitlak ingeniously crafted his own program by building a set of templates that he superimposes on two commercial packages: Reflex, a database analysis tool, and Sidekick, a desktop organiser. Calling his program Sellflex (Sales / Lead Management System), he says it generates call schedules and short-range forecasts, provides scheduled contact lists in chronological order and account summaries, facilitates long-range forecasts, sorts by a variety of criteria, and enables him to graphically analyse trends in leads or customers. The program does much of the paperwork automatically, allowing more time to be spent on sales. (0 Refs)

Subfile: D

Descriptors: marketing

Identifiers: sales; software; Reflex; Sidekick; Sellflex; Sales/Lead Management System; call schedules; short-range forecasts; scheduled contact lists; account summaries; long-range forecasts
Class Codes: D2140 (Marketing, retailing and distribution)

13/5/6 (Item 1 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01238188 ORDER NO: AAD92-27150

**IDENTIFICATION OF EXPORT SALES OPPORTUNITIES AT DOMESTIC TRADE FAIRS
(SALES)**

Author: LEINENBACH, PAUL
Degree: D.B.A.
Year: 1992
Corporate Source/Institution: UNITED STATES INTERNATIONAL UNIVERSITY (0239)
Chairperson: FAROUK I. HEIBA
Source: VOLUME 53/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 1590. 234 PAGES
Descriptors: BUSINESS ADMINISTRATION, MARKETING
Descriptor Codes: 0338

Problem. There is an increasing number of foreign business visitors attending domestic (U.S.) exhibitions. Little recognition of this trend is evident in the literature, and government trade promotion efforts remain focused on overseas activities. Accordingly, many exhibitors in domestic exhibitions are unaware of and unprepared for this export opportunity.

This study investigated if export sales opportunities exist at domestic trade shows designated as U.S. Department of Commerce "Foreign Buyer Exhibits"; and determined if relationships exist between the number or quality of export sales-leads received and either company characteristics or specific actions regarding the foreign visitors.

Method. One hundred sixty-five California exhibitors in the 1991 NEPCON-WEST Exhibition, (Anaheim, CA.) were interviewed, obtaining data on 21 company characteristics and actions. The data was divided into four categories: general company characteristics, awareness of the export potential of the exhibit, and specific actions undertaken prior to and during the exhibit. A post-show mail survey obtained the number, type and quality of international leads received.

Pearson Correlations and Student's t-Tests were used.

Results. Eleven percent of total sales-leads received were international, and 45 percent were rated excellent or good.

Relationships were found between the number and quality of international **sales - leads** received and **select** company characteristics and actions. These included: company's expectations regarding foreign attendance, prior overseas trade fair participation (but not frequency), separate export department, percentage of total sales resulting from exports (quality of leads only), self assessment of company's export success, and amount of pre-show preparation for foreign buyers.

Relationships were not found between international **sales - leads** received and **select** actions undertaken during the exhibit.

The findings have an implication for government trade promotion activities designed to assist small and medium sized companies to export. The study concludes that assistance in pre-show preparation for foreign buyers would increase the number and quality of export **sales - leads** received by exhibitors in **select** domestic trade shows.

13/5/7 (Item 1 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
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00610851 00PI09-241

UpShot.com

Alwang, Greg

PC Magazine , September 19, 2000 , v19 n16 p196-199, 3 Page(s)

ISSN: 0888-8507

Company Name: UpShot.com

URL: http://www.upshot.com

Product Name: UpShot.com

Languages: English

Document Type: Software Review

Grade (of Product Reviewed): B

Geographic Location: United States

Presents a favorable review of UpShot.com (\$55 per user per month), sales force automation (SFA) software from UpShot.com of Mountain View, CA (650). Notes that information on each Account, Contact, and Deal screen is organized into categories showing summaries of each item. Says that the software uses some clever tools for real-time reporting; the What's Up screen **shows** new activity for **sales** , **leads** , and deals. Remarks that a Monitor Web Page feature tracks specific URLs for changes or keywords, and when items change, UpShot.com alerts the user. Says that users can import account, contact, deal, and event data using the Import wizard; and can establish table relationships by mapping the same source field to both the Account and Contact tables. Database expandability rivals that of other software-based products, and fields of almost any type can be added. Concludes that UpShot.com provides ease of use and power. Includes a screen display. (mas)

Descriptors: Sales; Contact Manager; Internet

Identifiers: UpShot.com; UpShot.com

13/5/8 (Item 2 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00382016 95PJ04-025

Working with...Territory Manager -- An organizational gold mine for salespeople

Holzberg, Carol S

PC Today , April 1, 1995 , v9 n4 p60, 1 Page(s)

ISSN: 1040-6484

Company Name: Software Solutions

Product Name: Territory Manager

Languages: English

Document Type: Feature Articles and News

Geographic Location: United States

Discusses Territory Manager 2.1 for Macintosh from Software Solutions (812). Says it is a user-friendly contact manager tool designed especially for salespeople. Describes how to install and access the software and how to enter information about sales prospects and clients. Notes that it memorizes some of the data entered and has pop-up entry lists for selected items. Adds that the data-entry screen has 12 custom user-definable fields. Says it has a simple text editor to create or edit letters with several prewritten letter templates. Features a sales activities tracker, a graphic **display of sales leads** , and a sales projector and analyzer. Notes that it includes an AutoSave function that automatically saves an open file at regular intervals. Includes one screen display. (LDS)

Descriptors: Contact Manager; Macintosh; Text Editor; Sales; Database

Identifiers: Territory Manager; Software Solutions

13/5/9 (Item 3 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00224162 90PW09-052

The information edge On-line resources for business and professional users

Getts, Judy

PC World , September 1, 1990 , v8 n9 p241-242, 2 Pages

ISSN: 0737-8939

Languages: English

Document Type: Software Review

Grade (of Product Reviewed): C

Geographic Location: United States

Presents a mixed review of Prodigy (\$49.95 for software; \$9.95 per month for the service), an on-line service with E-mail for home users. Says its interface and E-mail are very easy to use, and it includes free stock quotes, but serious users will find the E-mail is ineffectual, there is a lack of upload and capture facilities, and there are other limitations. Includes one screen **display** and a sidebar on **sales leads** by modem. (jb)

Descriptors: Online Systems; Electronic Mail; Home Computer; Software Review; Telecommunications

Identifiers: Prodigy; Prodigy Services

13/5/10 (Item 4 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00171411 88PX06-011

Lead Manager - a database for sales prospecting and telemarketing

Gerald, David

PCM , June 1, 1988 , v5 n12 p132

Languages: English

Document Type: Software Review

Hardware/Software Compatibility: Tandy 1000; Tandy 1200; Tandy 1400; Tandy 3000; Tandy 4000

Geographic Location: United States

Presents a favorable review of Lead Manager (\$79.95), a sales database management program for the Tandy 1000, 1200, 1400, 3000, and 4000 from Pyramid Software Publishing Inc., El Toro, CA (714). The program allows creation of a master list of **sales leads** and prospects, and permits **selection** of items from the list based on chosen criteria and monitoring actions taken in support of a sales plan. Documentation is well-written, and the program includes a tutorial. Recommended for use by people dealing in real estate, insurance, and investments. (djd)

Descriptors: Data Base Management; Sales; Investment; Insurance; Software Review

Identifiers: Lead Manager; Pyramid Software Publishing

13/5/11 (Item 1 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

(c) 2004 The New York Times. All rts. reserv.

08082549 NYT Sequence Number: 000000001130

MARKETSOFT TAILORS PRODUCTS TO SOLVE PROBLEMS

BULKELEY, WILLIAM M

Wall Street Journal, Col. 4, Pg. 8, Sec. B

Thursday November 30 2000

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Under the Radar column profiles MarketSoft Corp, a developer of marketing software; the company's eLeads software aims to ensure that **sales leads** generated at trade **shows** , from trade magazines or on Web sites are quickly followed up; drawing (M)

File 348:EUROPEAN PATENTS 1978-2004/Feb W01
 (c) 2004 European Patent Office
 File 349:PCT FULLTEXT 1979-2002/UB=20040205,UT=20040129
 (c) 2004 WIPO/Univentio

?ds

Set	Items	Description
S1	6	(SALE? OR BUSINESS)() (LEAD? ? OR LEAD OR LEADS) (5N) (DATABA- SE? OR DB DATA() (BASE? OR FILE?) OR DATABANK? OR DATA()BANK? - OR SERVER?)
S2	1373378	(EXPIRAT? OR TERMINAT? OR END? ? OR ENDING OR EXPIR? OR CE- SSATION? OR CEAS? OR CONCLUD? OR HALT? OR CANCEL? OR SUSPEN? - OR STOP???? OR DISCONTINU? OR DISABL?)
S3	311319	((TIME OR FIXED) (2W) (FRAME? OR LIMIT? OR REQUIRE? OR PERIO- D?) OR (PREDETERMIN? OR LIMITED) ()TIME?)
S4	272380	(S2 OR S3) (5N) (VIEW? OR SELECT? OR DISPLAY? OR UPLOAD? OR - DOWNLOAD OR SHOW? ? OR REVEAL? OR VISIBLE OR ONSCREEN? ? OR O- N()SCREEN? ? OR OUTPUT? OR DESKTOP? OR VISIBLE?)
S5	19701	(NOTIF? OR CONFIRM? OR CONFIRM? OR ACKNOWLEDG? OR DETERMIN- ?) (5N) (SELECTION? OR LEAD OR LEADS)
S6	2	AU=(SCHULTZE, A? OR SCHULTZE A?)
S7	1	S1(S)S4
S8	1	S1(S)S5
S9	1	S8 NOT S7
S10	7	(SALE? OR BUSINESS)() (LEAD? ? OR LEAD OR LEADS) (5N) (S2 OR - S3 OR S5)
S11	6	S10 NOT (S7 OR S9)
S12	0	S6(S)S1

7/3,K/1 (Item 1 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
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00933152 **Image available**

**EXTENDED WEB ENABLED MULTI-FEATURED BUSINESS TO BUSINESS COMPUTER SYSTEM
FOR RENTAL VEHICLE SERVICES**

**SYSTEME INFORMATIQUE ETENDU ENTRE ENTREPRISES, A FONCTIONS MULTIPLES,
FONCTIONNANT SUR LE WEB, POUR DES SERVICES DE LOCATION DE VEHICULES**

Patent Applicant/Assignee:

THE CRAWFORD GROUP INC, 600 Corporate Park Drive, St. Louis, MO 63105, US
, US (Residence), US (Nationality), (For all designated states except:
US)

Patent Applicant/Inventor:

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Legal Representative:

HAFERKAMP Richard E (et al) (agent), HOWELL & HAFERKAMP, L.C., Suite
1400, 7733 Forsyth Blvd., St. Louis, MO 63105-1817, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200267175 A2 20020829 (WO 0267175)
Application: WO 2001US51437 20011019 (PCT/WO US0151437)
Priority Application: US 2000694050 20001020

Parent Application/Grant:

Related by Continuation to: US 2000694050 20001020 (CIP)

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU

SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 243912

Fulltext Availability:

Detailed Description

Detailed Description

... a mainframe server 38. This second
computer system 36 is preferably a network having a **database**
40 for communication with what may be thousands of branch
offices each of which has...

'9/3,K/1 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00887220 **Image available**

METHOD AND APPARATUS FOR PROCESSING MARKETING INFORMATION
PROCEDE ET APPAREIL DE TRAITEMENT D'INFORMATIONS DE COMMERCIALISATION

Patent Applicant/Assignee:

UNITED STATES POSTAL SERVICE, 475 L'Enfant Plaza, S.W., Rm 6344,
Washington, DC 20260-1135, US, US (Residence), US (Nationality), (For
all designated states except: US)

Patent Applicant/Inventor:

TIGHE Christopher Patrick, 728 North Vermont Street, Arlington, VA
22203-2047, US, US (Residence), US (Nationality), (Designated only for:
US)

Legal Representative:

GARRETT Arthur S (et al) (agent), Finnegan, Henderson, Farabow, Garrett &
Dunner, L.L.P., 1300 I Street, N.W., Washington, DC 20005-3315, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200221406 A1 20020314 (WO 0221406)

Application: WO 2001US28218 20010910 (PCT/WO US0128218)

Priority Application: US 2000231294 20000908

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU

SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 3014

Fulltext Availability:

Detailed Description

Detailed Description

... Title 77, Contact Phone 78, and Manager Name
79 as shown in Fig. 3.

[016] **Sales leads** 30 are entered into sales **database** 50, lead
information 70 may be compared against a financial database 80, to
determine , for example, whether the **lead** is associated with an
existing
account and the amount of revenue involved with the account...

...should be

directed. If sales lead 30 is not associated with an existing account, a
determination 'to assign sales **lead** 30 is made based on a comparison
of lead
information 70 with financial database 80...

...which uses, for example, the national ZIP code contained in lead
information 70 of sales **lead** 30 to **determine** the location of the
account and the particular person responsible, using financial
information as well...

...management level can be determined, and in addition, using the
geographic information obtained from geographic **database** 81, the **sales**
lead can ...entered into a sales database as shown in Stage 500.

Proceeding to Stage 502, the **sales lead** is compared against a
financial **database** to **determine** whether the **sales lead** is
associated with a premier account or national account. Next, the **sales**
lead is
compared against a geographic **database** , such as national ZIP Code

.11/3,K/1 (Item 1 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
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00963611 **Image available**

**EXTENDED WEB ENABLED MULTI-FEATURED BUSINESS TO BUSINESS COMPUTER SYSTEM
FOR RENTAL VEHICLE SERVICES
SYSTEME INFORMATIQUE INTERENTREPRISES A ELEMENTS MULTIPLES A ACCES INTERNET
POUR SERVICES DE LOCATION DE VEHICULES**

Patent Applicant/Assignee:

THE CRAWFORD GROUP INC, 600 Corporate Park Drive, St. Louis, MO 63105, US
, US (Residence), US (Nationality), (For all designated states except:
US)

Patent Applicant/Inventor:

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, US (Residence), US (Nationality), (Designated only for: US)
DE VALLANCE Kimberly Ann, 2037 Silent Spring Drive, Maryland Heights, MO
63043, US, US (Residence), US (Nationality), (Designated only for: US)
HASELHORST Randall Allan, 1016 Scenic Oats Court, Imperial, MO 63052, US,
US (Residence), US (Nationality), (Designated only for: US)
KENNEDY Craig Stephen, 9129 Meadowglen Lane, St. Louis, MO 63126, US, US
(Residence), US (Nationality), (Designated only for: US)
SMITH David Gary, 10 Venice Place Court, Wildwood, MO 63040, US, US
(Residence), US (Nationality), (Designated only for: US)
TINGLE William T, 17368 Hilltop Ridge Drive, Eureka, MO 63025, US, US
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KLOPFENSTEIN Anita K, 433 Schwarz Road, O'Fallon, IL 62269, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

HAFERKAMP Richard E (et al) (agent), Howell & Haferkamp, L.C., Suite
1400, 7733 Forsyth Blvd., St. Louis, MO 63105-1817, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200297700 A2 20021205 (WO 0297700)
Application: WO 2001US51431 20011019 (PCT/WO US0151431)
Priority Application: US 2000694050 20001020

Parent Application/Grant:

Related by Continuation to: US 2000694050 20001020 (CIP)

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU
SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 237932

Fulltext Availability:

Detailed Description

Detailed Description

... return to the Select Reservations/Rentals screen (page 4) without
processing any extension.

The next time you access this rental, the S/R. message displays
"EXTENSION
SENT BY ADAMS, KYLE @ 10...

.11/3,K/2 (Item 2 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
(c) 2004 WIPO/Univentio. All rts. reserv.

00940322 **Image available**

**A SYSTEM AND METHOD FOR PERFORMING OBJECT ASSOCIATION AT A TRADESHOW USING
A LOCATION TRACKING SYSTEM**

**SYSTEME ET PROCEDE PERMETTANT DE REALISER DES ASSOCIATIONS D'OBJETS DANS UN
SALON COMMERCIAL AU MOYEN D'UN SYSTEME DE LOCALISATION D'EMPLACEMENTS**

Patent Applicant/Assignee:

SENTINEL WIRELESS LLC, 12 Haskell Road, Andover, MA 01810, US, US
(Residence), US (Nationality)

Inventor(s):

DEMPSEY Michael K, 21 April Lane, Westford, MA 01886, US,

Legal Representative:

LAURENTANO Anthony A (agent), Lahive & Cockfield, LLP, 28 State Street,
Boston, MA 02109, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200273359 A2-A3 20020919 (WO 0273359)

Application: WO 2002US7429 20020311 (PCT/WO US0207429)

Priority Application: US 2001274544 20010309

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7661

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... ways by other applications interfaced with the network, such as by
being used to generate **sales leads** and **determine** the effectiveness
of advertising based on the identified associations.

Figure 1A depicts a location system...the sequence of steps performed by
the illustrative embodiment of the present invention to generate **sales
leads** based upon the object associations **determined** by the location
determining module 14.

The sequence begins when an attendees location is determined...

Claim

... claim 5, comprising further:

an application interfaced with said network, said application
programmatically using said **determined** associations to generate **sales
leads** based on tile average time said persons spend interacting with
said advertising exhibit.

7 The...

...claim 5, comprising further:

an application interfaced with said network, said application
programmatically using said **determined** associations to generate **sales
leads** based on multiple visits of said persons to said advertising
exhibit.

8 The system of...a salesperson.

25 The method of claim 24, comprising the further steps of
programmatically generating **sales leads** based on **determined**
associations
between a located person and said salesperson.

. 26 The method of claim 24, comprising...

11/3,K/3 (Item 3 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00794337 **Image available**

REQUEST FOR BID METHOD

PROCEDE DE DEMANDE D'OFFRES

Patent Applicant/Assignee:

PSI-ETS, P.O. Box 1940, Dickinson, ND 58601, US, US (Residence), US
(Nationality)

Inventor(s):

BLETH Joel J, 1191 15th Avenue West, Dickinson, ND 58601, US,
TORMASCHY Willard R, 819 8th Avenue West, Dickinson, ND 58601, US,
HINTZ Myron, Route 3, Box 76, Dickinson, ND 58601, US,
KENSOK Jerome M, 4439 Oak Creek Drive, Fargo, ND 58104, US,

Legal Representative:

CARSON W Scott (et al) (agent), Dorr, Carson, Sloan & Birney, P.C., 3010
E. 6th Avenue, Denver, CO 80206, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200127839 A1 20010419 (WO 0127839)

Application: WO 2000US28075 20001010 (PCT/WO US0028075)

Priority Application: US 99158763 19991012; US 99174036 19991230

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 13414

Fulltext Availability:

Detailed Description

Detailed Description

... include sufficient geographical information about the buyer
120 to help the vendor 140 evaluate the sales lead 150 and
determine how to respond to the sales lead 150 based on the
geographical location of the buyer 120. Furthermore, the sales lead
150...enter criteria in step 830
for the RFB application 1 1 0 to use in determining which sales lead

1 5 150 should be forwarded to the vendor 140 (e.g., using vendor page...
also contains a wealth of
information as. described above to further help the vendor 140
determine whether the sales lead 150 should be purchased. And with
each sales lead 150 that arrives, since the urgency...

11/3,K/4 (Item 4 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2004 WIPO/Univentio. All rts. reserv.

00774521 **Image available**

NETWORK-BASED TRANSACTION SYSTEM AND METHOD

SYSTEME ET PROCEDE DE TRANSACTION EN RESEAU

Patent Applicant/Assignee:

NETGENSHOPPER COM INC, 12701 Fair Lakes Circle,, Suite 250, Fairfax, VA
22033, US, US (Residence), US (Nationality)

Inventor(s):

PICKERING George H Jr, 6320 Shirey Lane, Centreville, VA 22033, US

Legal Representative:

WESOLOWSKI Carl R, Fleshner & Kim, LLP, P.O. Box 221200, Chantilly, VA
20153-1200, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200108067 A1 20010201 (WO 0108067)

Application: WO 2000US19940 20000721 (PCT/WO US0019940)

Priority Application: US 99144828 19990721

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7715

Fulltext Availability:

Detailed Description

Detailed Description

... exists, as shown in step 507. If no valid estimate exists, then the
seller is **notified** of the **sales lead** in step 508 and the seller
manually enters an estimate in step 509. If, however...

11/3,K/5 (Item 5 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2004 WIPO/Univentio. All rts. reserv.

00742416 **Image available**

SYSTEM FOR AN ON-LINE TELECOMMUNICATIONS SEARCH ENGINE AND MARKETPLACE
SYSTEME MOTEUR DE RECHERCHE CONCERNANT LES TELECOMMUNICATIONS EN LIGNE ET
MARCHE

Patent Applicant/Assignee:

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22209, US, US (Residence), US (Nationality)

Inventor(s):

SHAMS Elias, 4411 Cathedral Avenue, NW, Washington, DC 20016, US,

VED Rajeev, 12606 Gray Eagle Court #33, Germantown, MD 20874, US,

Legal Representative:

PADE Jeffrey A (et al) (agent), Cooley Godward LLP, Attn: Patent Group,

One Freedom Square, 11951 Freedom Drive, Reston, VA 20190-5601, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200055787 A2 20000921 (WO 0055787)

Application: WO 2000US6648 20000315 (PCT/WO US0006648)

Priority Application: US 99267660 19990315

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 12367

Fulltext Availability:

Detailed Description

Detailed Description

... any company previously unrecristered. This ID will house the email POC for the purposes of **sales lead** and proposal **notification**, for the hrik-ing of company to product, and for the linking of company ID...

11/3,K/6 (Item 6 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00497469 **Image available**

VIRTUAL PRIVATE COMMUNICATIONS NETWORK AND METHOD FOR SECURE BUSINESS TO BUSINESS COMMUNICATION

RESEAU DE COMMUNICATION VIRTUEL PRIVE ET PROCEDE POUR SECURISER LA COMMUNICATION INTERENTREPRISES

Patent Applicant/Assignee:

TCI SATELLITE ENTERTAINMENT INC,

Inventor(s):

REINHARDT Thomas W,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9928821 A1 19990610

Application: WO 98US25242 19981125 (PCT/WO US9825242)

Priority Application: US 97980999 19971201

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI,GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 7419

Fulltext Availability:

Detailed Description

Detailed Description

... automation is a generic term that describes the method by which direct sales agents are **notified** of **sales leads** received at a corporate headquarters. The reporting hierarchy for the sales force automation application of...

File 344:Chinese Patents Abs Aug 1985-2003/Nov
 (c) 2003 European Patent Office
 File 347:JAPIO Oct 1976-2003/Oct(Updated 040202)
 (c) 2004 JPO & JAPIO
 File 350:Derwent WPIX 1963-2004/UD,UM &UP=200410
 (c) 2004 Thomson Derwent

?ds

Set	Items	Description
S1	2	(SALE? OR BUSINESS) () (LEAD? ? OR LEAD OR LEADS) (5N) (DATABASE? OR DB DATA() (BASE? OR FILE?) OR DATABANK? OR DATA()BANK? - OR SERVER?)
S2	6263198	(VIEW? OR SELECT? OR DISPLAY? OR UPLOAD? OR DOWNLOAD OR SHOW? ? OR REVEAL? OR VISIBLE OR ONSCREEN? ? OR ON()SCREEN? ? OR OUTPUT? OR DESKTOP? OR VISIBLE?)
S3	135261	S2(5N) (EXPIRAT? OR TERMINAT? OR END? ? OR ENDING OR EXPIR? OR CESSATION? OR CEAS? OR CONCLUD? OR HALT? OR CANCEL? OR SUSPEN? OR STOP???? OR DISCONTINU? OR DISABL?)
S4	61884	S2(5N) (TIME OR FIXED) (2W) (FRAME? OR LIMIT? OR REQUIRE? OR - PERIOD?) OR (PREDETERMIN? OR LIMITED) ()TIME?
S5	5497	(NOTIF? OR CONFIRM? OR CONFIRM? OR ACKNOWLEDG? OR DETERMIN- ?) (5N) (SELECTION? OR LEAD OR LEADS)
S6	6	AU=(SCHULTZE, A? OR SCHULTZE A?)
S7	0	S1 AND (S3 OR S4)
S8	0	S1 AND S5
S9	1	S1 AND S2
S10	1	S6 AND S1
S11	0	(SALE? OR BUSINESS) () (LEAD? ? OR LEAD OR LEADS) (5N) (S3 OR - S4)
S12	7	(SALE? OR BUSINESS) () (LEAD? ? OR LEAD OR LEADS) (5N) (S2 OR - S5)
S13	6	S12 NOT S9

9/5/1 (Item 1 from file: 350)
DIALOG(R) File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015405492 **Image available**
WPI Acc No: 2003-467633/200344
XRPX Acc No: N03-372177

Sales leads prospective automation method involves providing selected customer profile databases to salesperson and collating and storing prospective customer information in computing device

Patent Assignee: DILLDINE D (DILL-I); SUSSMAN L (SUSS-I)

Inventor: DILLDINE D; SUSSMAN L

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030078788	A1	20030424	US 2001981600	A	20011018	200344 B

Priority Applications (No Type Date): US 2001981600 A 20011018

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20030078788	A1		11	G06F-017/60	

Abstract (Basic): US 20030078788 A1

NOVELTY - The method involves providing **selected** customer profile databases to the salesperson. Prospective customer information is collated from the databases based on **selections** made by salesperson. The collated information is stored and then transferred to a salespersons portable computing device.

USE - Used to provide electronic prospect information about customers during the normal workflow of the sales process.

ADVANTAGE - The method provides a global positioning system to accurately pinpoint and travel to various sales lead locations and provides access to remotely connected **sales leads databases**.

DESCRIPTION OF DRAWING(S) - The drawing **shows** the sales lead prospective automation method.

pp; 11 DwgNo 1/2

Title Terms: SALE; LEAD; PROSPECTING; AUTOMATIC; METHOD; **SELECT**; CUSTOMER
; PROFILE; COLLATE; STORAGE; PROSPECTING; CUSTOMER; INFORMATION;
COMPUTATION; DEVICE

Derwent Class: S02; T01; T05; W06

International Patent Class (Main): G06F-017/60

File Segment: EPI

10/5/1 (Item 1 from file: 350)
DIALOG(R) File 350:Derwent WPIX
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014038705

WPI Acc No: 2001-522918/200157

XRPX Acc No: N01-387539

Computer implemented method of processing sales leads by providing a database of lead requests and providing the lead exclusively to an appropriate user for a fixed period

Patent Assignee: INFINIGATE INC (INFI-N)

Inventor: SCHULTZE A

Number of Countries: 094 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200163535	A1	20010830	WO 2001US5872	A	20010223	200157 B
AU 200138670	A	20010903	AU 200138670	A	20010223	200202
EP 1269370	A1	20030102	EP 2001911140	A	20010223	200310
			WO 2001US5872	A	20010223	

Priority Applications (No Type Date): US 2000514997 A 20000225

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200163535 A1 E 34 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200138670 A G06F-017/60 Based on patent WO 200163535

EP 1269370 A1 E G06F-017/60 Based on patent WO 200163535

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI TR

Abstract (Basic): WO 200163535 A1

NOVELTY - A computer database of sales leads can be searched on the basis of different parameters. When a sales lead is received it is assigned exclusively to a specified salesman or reseller for a limited period, after which it is made available to another user. When the salesman or reseller closes the lead a signal is sent to the database and the result is confirmed to both the user and the lead.

Communications may be over a Wide Area Network such as the Internet.

USE - Collecting, assigning and tracking sales leads.

ADVANTAGE - Efficient, accurate and inexpensive system which provides an incentive for salesmen and resellers to follow up leads through the limited period of exclusivity given.

pp; 34 DwgNo 0/9

Title Terms: COMPUTER; IMPLEMENT; METHOD; PROCESS; SALE; LEAD; DATABASE; LEAD; REQUEST; LEAD; EXCLUDE; APPROPRIATE; USER; FIX; PERIOD

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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015725104 **Image available**
WPI Acc No: 2003-787304/200374
XRPX Acc No: N03-630878

Sales lead information capturing method in trade show attendee information system, involves transmitting trade show attendee information from transponder to reader through wireless communication

Patent Assignee: LUCARELLI DESIGNS & DISPLAYS INC (LUCA-N)

Inventor: LUCARELLI W R

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030154114	A1	20030814	US 2002356607	P	20020213	200374 B
			US 2003357806	A	20030204	

Priority Applications (No Type Date): US 2002356607 P 20020213; US 2003357806 A 20030204

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20030154114	A1	10	G06F-017/60	Provisional application US 2002356607

Abstract (Basic): US 20030154114 A1

NOVELTY - A trade show attendee information is stored in transponder. A reader is located at a strategic location within the facility associated with the trade show. The stored trade show attendee information, is transmitted from transponder (28) through wireless communication. The trade show attendee information is received by reader (24) when the transponder is located within the wireless communication range of reader.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for trade show attendee information system.

USE - In trade show attendee information system.

ADVANTAGE - Retrieves sales lead information about the trade show attendee without the requirement of human intervention. Captures information about the trade show attendees in non-invasive manner.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of trade show attendee information system.

reader (24)

transponder (28)

pp; 10 DwgNo 1/5

Title Terms: SALE; LEAD; INFORMATION; CAPTURE; METHOD; TRADE; SHOW; INFORMATION; SYSTEM; TRANSMIT; TRADE; SHOW; INFORMATION; TRANSPONDER; READ; THROUGH; WIRELESS; COMMUNICATE

Derwent Class: T01; T05; W02; W06

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/2 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX
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015319446 **Image available**
WPI Acc No: 2003-380381/200336
XRPX Acc No: N03-303784

Media purchase goal correlation system correlates timings of Internet user achieved goals and corresponding geographic area with stored start date, end date and residual period for media purchase

Patent Assignee: JOFFE E (JOFF-I); MITTMAN G (MITT-I)

Inventor: JOFFE E; MITTMAN G

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030028429	A1	20030206	US 2001922425	A	20010803	200336 B

Priority Applications (No Type Date): US 2001922425 A 20010803

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20030028429	A1	20	G06F-017/60	

Abstract (Basic): US 20030028429 A1

NOVELTY - A determination unit determines Internet protocol address of a user accessing a website, to track timings of the Internet-related goals achieved by user. One of stated geographic areas for media purchase is assigned to Internet-related goals. The timings assigned to geographic area are correlated with stored start date, end data and a residual period for media purchase within the geographic area.

USE - For correlating advertisement media purchases to goals related to Internet activity such as online sales, downloads, arrivals at specified web addresses, user data capture, **sales lead** generation, identification of dealer locations, **viewing** of specific text, viewing of specific images and receiving sound transmissions.

ADVANTAGE - Enables correlating media purchases and achieved goals to predict the effect of future media purchases.

DESCRIPTION OF DRAWING(S) - The figure shows a schematic illustration of media purchases and database containing media purchase and goal achievement data.

pp; 20 DwgNo 1/20

Title Terms: MEDIUM; PURCHASE; GOAL; CORRELATE; SYSTEM; CORRELATE; TIME; USER; ACHIEVE; GOAL; CORRESPOND; GEOGRAPHICAL; AREA; STORAGE; START; DATE; END; DATE; RESIDUE; PERIOD; MEDIUM; PURCHASE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-007/00; G06F-017/00

File Segment: EPI

13/5/3 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015068269 **Image available**

WPI Acc No: 2003-128785/200312

Related WPI Acc No: 2002-643723; 2002-643724; 2002-658024; 2003-165839; 2003-801075

XRFX Acc No: N03-102357

Location tracking system for use in tradeshow, determines association between tradeshow attendee and other persons, objects, exhibits or specified locations using location of tradeshow attendee with whom identifier is attached

Patent Assignee: SENTINEL WIRELESS LLC (SENT-N)

Inventor: DEMPSEY M K

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020165731	A1	20021107	US 2001274544	P	20010309	200312 B
			US 200295766	A	20020311	

Priority Applications (No Type Date): US 2001274544 P 20010309; US 200295766 A 20020311

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20020165731	A1	16	G06F-017/60	Provisional application US 2001274544

Abstract (Basic): US 20020165731 A1

NOVELTY - Several object identifiers having a signaling component, are attached to trade show attendees. The location of trade show

attendee with whom the identifier is attached, is determined, based on preset factors such as position of receivers receiving signal from identifier, etc. The association between the trade show attendee and other persons, objects, exhibits or specified locations is determined using the determined location.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Location tracking method; and
- (2) Computer-readable medium storing location tracking program.

USE - For tracking trade show attendee in sales-related applications.

ADVANTAGE - The determined association between tradeshow attendee and other persons, objects, exhibits or specified locations, provide the sales person with a more receptive audience for follow up contact. Also used to generate **sales leads** and **determine** the effectiveness of advertising based on the identified associations.

DESCRIPTION OF DRAWING(S) - The figure shows a flowchart illustrating the location tracking procedure.

pp; 16 DwgNo 4/6

Title Terms: LOCATE; TRACK; SYSTEM; DETERMINE; ASSOCIATE; PERSON; OBJECT;

EXHIBIT; SPECIFIED; LOCATE; LOCATE; IDENTIFY; ATTACH

Derwent Class: T01; W04; W06

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-015/16

File Segment: EPI

13/5/4 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

014786803 **Image available**

WPI Acc No: 2002-607509/200265

XRPX Acc No: N02-481090

Sale deal tracking using web-based SLMS system, involves cross-referencing stored deal information against unique identifier for retrieving deal information in response to inquiry for providing current status of deal

Patent Assignee: ANDREWS B (ANDR-I); CLINE B (CLIN-I); HADDAD G (HADD-I)

Inventor: ANDREWS B; CLINE B; HADDAD G

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020077998	A1	20020620	US 2000732589	A	20001208	200265 B

Priority Applications (No Type Date): US 2000732589 A 20001208

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20020077998	A1	108	G06F-007/00	

Abstract (Basic): US 20020077998 A1

NOVELTY - The input sales deal information is stored in a centralized database (20). The deal information is cross-reference against a unique identifier for retrieving the deal information, in response to an inquiry for providing the current deal status.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Web-based sales lead/deal management system (SLMS); and
- (2) Sales deal managing and tracking program.

USE - For tracking sales deal using web-based sales lead/deal management system (SLMS).

ADVANTAGE - The sales deal are tracked easily from inception to completion and on-line, up to-date information indicating the status of these deals are provided accurately to the user. The sales management is done at low cost.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the sales lead /deal management system (SLMS).

Database (20)

pp; 108 DwgNo 1/56

Title Terms: SALE; DEAL; TRACK; WEB; BASED; SYSTEM; CROSS; REFERENCE; STORAGE; DEAL; INFORMATION; UNIQUE; IDENTIFY; RETRIEVAL; DEAL; INFORMATION; RESPOND; ENQUIRY; CURRENT; STATUS; DEAL

Derwent Class: T01

International Patent Class (Main): G06F-007/00

File Segment: EPI

13/5/5 (Item 5 from file: 350)

DIALOG(R) File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

014595165 **Image available**

WPI Acc No: 2002-415869/200244

XRPX Acc No: N02-327194

Automatic sales lead tracking method in business organization, involves analyzing sales lead and notifying personnel associated with location or related management level, accordingly

Patent Assignee: US POSTAL SERVICE (USPO-N)

Inventor: TIGHE C P

Number of Countries: 097 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200221406	A1	20020314	WO 2001US28218	A	20010910	200244 B
AU 200188962	A	20020322	AU 200188962	A	20010910	200251

Priority Applications (No Type Date): US 2000231294 P 20000908

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
-----------	------	-----	----	----------	--------------

WO 200221406	A1	E	18	G06F-017/60	
--------------	----	---	----	-------------	--

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200188962	A			G06F-017/60	Based on patent WO 200221406
--------------	---	--	--	-------------	------------------------------

Abstract (Basic): WO 200221406 A1

NOVELTY - The input sales leads (30) are analyzed by comparing with associated information in a financial database (80) and geographical database (81). Based on the analysis result, the managing personnel associated with the location and related management level is notified. Another notification is sent to the same personnel, when no response is received to the earlier notification, within predetermined time.

USE - For tracking sales lead in business organization.

ADVANTAGE - The updated sales leads are erased once many leads are accumulated within the lead tracking system, thus allowing the system to be more efficient, avoiding need for extremely unwieldy large database and spreadsheet.

DESCRIPTION OF DRAWING(S) - The figure shows the sales lead information processing system.

Sales leads (30)

. Financial database (80)

Geographical database (81)

pp; 18 DwgNo 2/5

Title Terms: AUTOMATIC; SALE; LEAD; TRACK; METHOD; BUSINESS; ORGANISE; SALE ; LEAD; NOTIFICATION; PERSONNEL; ASSOCIATE; LOCATE; RELATED; MANAGEMENT; LEVEL; ACCORD

Derwent Class: T01

International Patent Class (Main): G06F-017/60

13/5/6 (Item 6 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

013923538 **Image available**

WPI Acc No: 2001-407751/200143

XRPX Acc No: N01-301705

Sales lead generating and following method involves compiling individual data files containing vendor specific information pre selected for distribution to each prospective customer within preferred set

Patent Assignee: ICAPTURE (ICAP-N)

Inventor: SOMMER E

Number of Countries: 090 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200111520	A1	20010215	WO 2000US21188	A	20000804	200143 B
AU 200066201	A	20010305	AU 200066201	A	20000804	200143

Priority Applications (No Type Date): US 99147401 P 19990806.

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200111520	A1	E	31	G06F-017/60	
--------------	----	---	----	-------------	--

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200066201	A			G06F-017/60	Based on patent WO 200111520
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Abstract (Basic): WO 200111520 A1

NOVELTY - Customer data of prospective customers is collected from a source, and compared with vendor data. An individual data file for each prospective customer is compiled within the preferred set. The individual data files contain vendor specific information pre selected for distribution to each customer, based on customer data, and is available to each customer.

DETAILED DESCRIPTION - The customer data is compared with vendor data to determine preferred set of prospective customers, based on predetermined criteria set forth by the vendor through vendor data.

INDEPENDENT CLAIMS are also included for the following:

(a) Method of contacting pre selected prospective customers;

(b) Sales leads generating system

USE - For generating and following sales leads created in response to organized marketing meetings such as trade shows, product fairs.

ADVANTAGE - The process provides a vendor with a mechanism for screening prospective customers, based on pre-established qualifications and provides the selected customers with targeted information. The prospective customers provided with direct web links to multiple on-line sites, achieves for the prospective customers to view and download collateral material in order to fulfill a prospective customer's request for more information.

DESCRIPTION OF DRAWING(S) - The figure **shows** the flow chart illustrating **sales lead** generating and following method.

pp; 31 DwgNo 6/6

Title Terms: SALE; LEAD; GENERATE; FOLLOW; METHOD; COMPILE; INDIVIDUAL;

DATA; FILE; CONTAIN; VENDING; SPECIFIC; INFORMATION; PRE; SELECT;

DISTRIBUTE; PROSPECTING; CUSTOMER; PREFER; SET

Derwent Class: T01; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

File 344:Chinese Patents Abs Aug 1985-2003/Nov
 (c) 2003 European Patent Office
 File 347:JAPIO Oct 1976-2003/Oct(Updated 040202)
 (c) 2004 JPO & JAPIO
 File 350:Derwent WPIX 1963-2004/UD,UM &UP=200410
 (c) 2004 Thomson Derwent
 File 348:EUROPEAN PATENTS 1978-2004/Feb W01
 (c) 2004 European Patent Office
 File 349:PCT FULLTEXT 1979-2002/UB=20040205,UT=20040129
 (c) 2004 WIPO/Univentio

?ds

Set	Items	Description
S1	14	AU='SCHULTZE A':AU='SCHULTZE C'
S2	3	S1 AND LEAD? ?

2/3,K/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014038705

WPI Acc No: 2001-522918/200157

XRPX Acc No: N01-387539

Computer implemented method of processing sales leads by providing a database of lead requests and providing the lead exclusively to an appropriate user for a fixed period

Patent Assignee: INFINIGATE INC (INFI-N)

Inventor: **SCHULTZE A**

Number of Countries: 094 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200163535	A1	20010830	WO 2001US5872	A	20010223	200157 B
AU 200138670	A	20010903	AU 200138670	A	20010223	200202
EP 1269370	A1	20030102	EP 2001911140	A	20010223	200310
			WO 2001US5872	A	20010223	

Priority Applications (No Type Date): US 2000514997 A 20000225

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200163535 A1 E 34 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP
KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT
RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200138670 A G06F-017/60 Based on patent WO 200163535

EP 1269370 A1 E G06F-017/60 Based on patent WO 200163535

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
LI LT LU LV MC MK NL PT RO SE SI TR

Computer implemented method of processing sales leads by providing a database of lead requests and providing the lead exclusively to an appropriate user for a fixed period

Inventor: **SCHULTZE A**

Abstract (Basic):

... A computer database of sales **leads** can be searched on the basis of different parameters. When a sales **lead** is received it is assigned exclusively to a specified salesman or reseller for a limited...

...which it is made available to another user. When the salesman or reseller closes the **lead** a signal is sent to the database and the result is confirmed to both the user and the **lead**. Communications may be over a Wide Area Network such as the Internet.

... Collecting, assigning and tracking sales **leads**.

...

...accurate and inexpensive system which provides an incentive for salesmen and resellers to follow up **leads** through the limited period of exclusivity given

...Title/Terms: **LEAD** ;

2/3,K/2 (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
(c) 2004 European Patent Office. All rts. reserv.

01345251

AUTOMATIC LEAD DISTRIBUTION AND PROCESSING CONFIRMATION SYSTEM AND METHOD
AUTOMATISCHES HINWEISVERTEILUNGS- UND -VERARBEITUNGSBESTATIGUNGSSYSTEM UND

-VERFAHREN

**SYSTEME ET PROCEDE AUTOMATIQUES DE REPARTITION DE CLIENTS POTENTIELS ET DE
CONFIRMATION DE TRAITEMENT**

PATENT ASSIGNEE:

Infinigate, Inc., (3858620), 1400 Fashion Island Boulevard, Suite 900,
San Mateo, CA 94404, (US), (Applicant designated States: all)

INVENTOR:

SCHULTZE, Axel , 30816 Belle Maison, Laguna Niguel, CA 92677, (US

LEGAL REPRESENTATIVE:

McLeish, Nicholas Alistair Maxwell (74621), Boulton Wade Tennant Verulam
Gardens 70 Gray's Inn Road, London WC1X 8BT, (GB)

PATENT (CC, No, Kind, Date): EP 1269370 A1 030102 (Basic)

WO 2001063535 010830

APPLICATION (CC, No, Date): EP 2001911140 010223; WO 2001US5872 010223

PRIORITY (CC, No, Date): US 514997 000225

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/60

NOTE:

No A-document published by EPO

LANGUAGE (Publication,Procedural,Application): English; English; English

AUTOMATIC LEAD DISTRIBUTION AND PROCESSING CONFIRMATION SYSTEM AND METHOD

INVENTOR:

SCHULTZE, Axel ...

2/3,K/3 (Item 1 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2004 WIPO/Univentio. All rts. reserv.

00829952 **Image available**

**AUTOMATIC LEAD DISTRIBUTION AND PROCESSING CONFIRMATION SYSTEM AND METHOD
SYSTEME ET PROCEDE AUTOMATIQUES DE REPARTITION DE CLIENTS POTENTIELS ET DE
CONFIRMATION DE TRAITEMENT**

Patent Applicant/Assignee:

INFINIGATE INC, Suite 125, 23332 Mill Creek Drive, Laguna Hills, CA 92653
, US, US (Residence), US (Nationality)

Inventor(s):

SCHULTZE Axel , 30816 Belle Maison, Laguna Niguel, CA 92677, US

Legal Representative:

MCNELIS John T (et al) (agent), Fenwick & West LLP, Two Palo Alto Square,
Palo Alto, CA 94306, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200163535 A1 20010830 (WO 0163535)

Application: WO 2001US5872 20010223 (PCT/WO US0105872)

Priority Application: US 2000514997 20000225

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 5353

AUTOMATIC LEAD DISTRIBUTION AND PROCESSING CONFIRMATION SYSTEM AND METHOD

Inventor(s):

SCHULTZE Axel ...

Fulltext Availability:

Detailed Description

File 16:Gale Group PROMT(R) 1990-2004/Feb 12
 (c) 2004 The Gale Group
 File 148:Gale Group Trade & Industry DB 1976-2004/Feb 12
 (c)2004 The Gale Group
 File 160:Gale Group PROMT(R) 1972-1989
 (c) 1999 The Gale Group
 File 275:Gale Group Computer DB(TM) 1983-2004/Feb 12
 (c) 2004 The Gale Group
 File 621:Gale Group New Prod.Annou.(R) 1985-2004/Feb 12
 (c) 2004 The Gale Group
 File 636:Gale Group Newsletter DB(TM) 1987-2004/Feb 12
 (c) 2004 The Gale Group
 File 9:Business & Industry(R) Jul/1994-2004/Feb 11
 (c) 2004 Resp. DB Svcs.
 File 15:ABI/Inform(R) 1971-2004/Feb 12
 (c) 2004 ProQuest Info&Learning
 File 20:Dialog Global Reporter 1997-2004/Feb 12
 (c) 2004 The Dialog Corp.
 File 95:TEME-Technology & Management 1989-2004/Jan W4
 (c) 2004 FIZ TECHNIK
 File 476:Financial Times Fulltext 1982-2004/Feb 12
 (c) 2004 Financial Times Ltd
 File 610:Business Wire 1999-2004/Feb 12
 (c) 2004 Business Wire.
 File 613:PR Newswire 1999-2004/Feb 12
 (c) 2004 PR Newswire Association Inc
 File 624:McGraw-Hill Publications 1985-2004/Feb 12
 (c) 2004 McGraw-Hill Co. Inc
 File 634:San Jose Mercury Jun 1985-2004/Feb 11
 (c) 2004 San Jose Mercury News
 File 810:Business Wire 1986-1999/Feb 28
 (c) 1999 Business Wire
 File 813:PR Newswire 1987-1999/Apr 30
 (c) 1999 PR Newswire Association Inc

?ds

Set	Items	Description
S1	896	(SALE? OR BUSINESS) () (LEAD? ? OR LEAD OR LEADS) (5N) (DATABASE? OR DB DATA() (BASE? OR FILE?) OR DATABANK? OR DATA()BANK? - OR SERVER?)
S2	19880523	(VIEW? OR SELECT? OR DISPLAY? OR UPLOAD? OR DOWNLOAD OR SHOW? ? OR REVEAL? OR VISIBLE OR ONSCREEN? ? OR ON()SCREEN? ? OR OUTPUT? OR DESKTOP? OR VISIBLE?)
S3	376383	S2(5N) (EXPIRAT? OR TERMINAT? OR END? ? OR ENDING OR EXPIR? OR CESSATION? OR CEAS? OR CONCLUD? OR HALT? OR CANCEL? OR SUSPEN? OR STOP???? OR DISCONTINU? OR DISABL?)
S4	71444	S2(5N) (TIME OR FIXED) (2W) (FRAME? OR LIMIT? OR REQUIRE? OR - PERIOD?) OR (PREDETERMIN? OR LIMITED) () TIME?
S5	42944	(NOTIF? OR CONFIRM? OR CONFIRM? OR ACKNOWLEDG? OR DETERMIN- ?) (5N) (SELECTION? OR LEAD OR LEADS)
S6	3	AU=(SCHULTZE, A? OR SCHULTZE A?)
S7	0	S1(S) (S3 OR S4)
S8	5	S1(S)S5
S9	2	RD (unique items)
S10	7	(SALE? OR BUSINESS) () (LEAD? ? OR LEAD OR LEADS) (5N) (S3 OR - S4)
S11	7	S10 NOT S9
S12	6	RD (unique items)
S13	0	S6(S)S1
S14	113	(SALE? OR BUSINESS) () (LEAD? ? OR LEAD OR LEADS) (5N)S5
S15	111	S14 NOT (S9 OR S11)
S16	76	S15 NOT PY>2000
S17	51	RD (unique items)
S18	0	S6(S)S1
?		

9/3,K/1 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

07567058 Supplier Number: 63402906 (USE FORMAT 7 FOR FULLTEXT)
**TrueAdvantage Extends Sales Lead and RFP Network Reach, Partners with
b2bstores.com.**
Business Wire, p2174
July 14, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 500

... which matches qualified, ready-to-purchase buyers with sellers.
Daily e-mail updates are sent **notifying** sellers of new **sales leads**.
Additionally, the TrueAdvantage **database** keeps track of specific criteria
in purchase request forms through matching titles, categories and
descriptions...

9/3,K/2 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

07238226 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**RequestAmerica.com Launches Small Business Online Service Offering Hot
Sales Leads for Free**
BUSINESS WIRE
September 15, 1999
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 735

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... services, special skills, plus an optional link back to their Web
site. -- Free e-mail **notification** of sales **leads** and bid opportunities
that match a member company's profile. -- Commercial sales leads in the...

12/3,K/1 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

02239068 Supplier Number: 42921878 (USE FORMAT 7 FOR FULLTEXT)

Software can smooth exhibit management

Crain's Chicago Business, pT2

April 19, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 766

... separate files when the show is over to provide more complete end-results reports."

One end result of a trade show is the number of sales leads generated. According to Richard Erschik, president of Leads to Sales Inc. of Carol Stream, "Less...

12/3,K/2 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

04992766 SUPPLIER NUMBER: 10384780

Shifting from show & tell to sell, sell, sell. (how to turn trade show sales leads into sales before the trade show ends) (Special Section: Trade Show Success)

Pesmen, Sandra

Business Marketing, v76, n2, pT6(2)

Feb, 1991

ISSN: 0745-5933

LANGUAGE: ENGLISH

RECORD TYPE: CITATION

Shifting from show & tell to sell, sell, sell. (how to turn trade show sales leads into sales before the trade show ends) (Special Section: Trade Show Success)

12/3,K/3 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

02038429 SUPPLIER NUMBER: 03249001 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Show and sell. (marketing at trade shows)

Metzger, Mark K.; Buchsbaum, Susan

Inc., v6, p64(7)

May, 1984

ISSN: 0162-8968

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 4317

LINE COUNT: 00322

... in New York City last February, the goal was to mass detailed information on serious sales leads .

By show 's end , Acco had a few hundred sales prospects, most of them lined up the way Greg...

12/3,K/4 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2004 The Gale Group. All rts. reserv.

03839405 Supplier Number: 48342701 (USE FORMAT 7 FOR FULLTEXT)

BDO STOY HAYWARD: BDO Stoy Hayward launches innovative national advertising campaign

M2 Presswire, pN/A

March 9, 1998

Language: English

Record Type: Fulltext

Document Type: Newswire; Trade
Word Count: 582

... Here and Multiply' -- 'BDO Stoy Hayward: Business Grow-How' pay-off and response mechanism. The **reveal** posters will run until the **end** of March. **Business leads** generated by the advertising and direct marketing campaigns will be followed up by over 30...

12/3,K/5 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00697189 93-46410

ithink 2.2.1

Seiter, Charles

Macworld v10n5 PP: 160 May 1993

ISSN: 0741-8647 JRNL CODE: MAW

WORD COUNT: 585

...TEXT: world in which adding more people to the shipping department slows down shipments, processing more **sales leads** brings sales to a **halt**, and reducing internal inventory boosts **output**. The point is, these situations often occur in business practice but are never predicted except ...

12/3,K/6 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

03303373 (USE FORMAT 7 OR 9 FOR FULLTEXT)

NaviSite Joins Live Picture Alliance Partner Network; Company to Provide Application Services for Live Picture Zoom Internet Imaging Software

BUSINESS WIRE

November 02, 1998

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 864

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... leading expertise. The Live Picture sales force works with Alliance partners, providing them with qualified **sales leads**, product training and developing **end**-user account strategy.

"Live Picture **selected** NaviSite after careful scrutiny of the company's high-end hosting capabilities, as well as...
?

17/3,K/1 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

08032650 Supplier Number: 66798431 (USE FORMAT 7 FOR FULLTEXT)
**Salestarter.com Launches INSTANT CONTACT(TM) and Instant WEB
Pre-Approval(TM); Deliver Qualified Leads to Sales Representatives In
Automotive Industry and Beyond.**

PR Newswire, pNA
Nov 10, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 310

... car dealers. Through the use of these service offerings, dealers
can now receive pre-qualified **notification** of **sales leads** generated
from their web sites delivered via their web-enabled wireless device. The
announcement was...

17/3,K/2 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

07981561 Supplier Number: 61625059 (USE FORMAT 7 FOR FULLTEXT)
**Ford to pay top dealers only;Blue Oval stores get invoice refunds.(Brief
Article)**

CONNELLY, MARY
Automotive News, v74, n5871, p1
April 24, 2000
Language: English Record Type: Fulltext
Article Type: Brief Article
Document Type: Magazine/Journal; Trade
Word Count: 563

... are being judged on numerous criteria ranging from clean restrooms
to swift handling of Internet **sales leads**.

Ford spokeswoman Anne Doyle **acknowledged** that Blue Oval dealers
will receive cash rewards. But she declined to provide details.
Ford...

17/3,K/3 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

06636497 Supplier Number: 55755739 (USE FORMAT 7 FOR FULLTEXT)
**RequestAmerica.com Launches Small Business Online Service Offering Hot
Sales Leads for Free.**

Business Wire, p0435
Sept 15, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 707

... services, special skills, plus an optional link
back to their Web site. -- Free e-mail **notification** of **sales
leads** and bid opportunities
that match a member company's profile. -- Commercial sales leads in
the...

17/3,K/4 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

06379301 Supplier Number: 54764802 (USE FORMAT 7 FOR FULLTEXT)
Edgar IPO falls flat with skittish Internet investors. (Edgar Online Inc.)
Garrrity, Brian
Investment Dealers' Digest, pSECD99153007
May 31, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 539

... of its service. He points to an advertising client that subscribes to Edgar to generate **business leads** from its IPO filing **notification** service as an example of the firm's potential.

"We mine and deliver [data] to..."

17/3,K/5 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

06161128 Supplier Number: 53975471 (USE FORMAT 7 FOR FULLTEXT)
Selecting the Best Channel Program -- VAR programs are like a box of chocolates-you want to know what you're biting into. (how to choose vendors) (Industry Trend or Event)
Archer, Diane Lowe
VARbusiness, v15, n5, p41(1)
March 1, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 433

... they motivated to work with VARs, or will you be subject to an antagonistic relationship? **Determining** how **sales leads** are distributed is also important. The best vendor programs will have a formal qualification process...

17/3,K/6 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

05217547 Supplier Number: 47958615
Wireless One and DIRECTV Sign Strategic Alliance to Provide Service to Multiple Dwelling Units (MDUs)
PR Newswire, p904ATTH005
Sept 4, 1997
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 865

... marketing expenses and commissions. This agreement gives DIRECTV an incentive to provide Wireless One with **sales leads**."

McKee **acknowledged**, "When we combine Wireless One's 900 employees and over 300 service vehicles, technical and..."

17/3,K/7 (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

03661735 Supplier Number: 45171020 (USE FORMAT 7 FOR FULLTEXT)
KEEP WORKERS HAPPY Part 2
Contracting Business, p28
Dec, 1994
Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade
Word Count: 1755

... accessory products, service agreements, and equipment, and how they can earn commissions for turning in **confirmed sales leads** for equipment.

Once the candidate understands the opportunities, I ask him or her to tell...

17/3,K/8 (Item 8 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

03303168 Supplier Number: 44561286
MEDIA MANAGEMENT: BUILDING AN IMAGE VIA DIRECT RESPONSE
Direct Marketing, v0, n0, p23
April, 1994
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:

...among marketing executives because of its measurable efficacy. The usefulness of direct response marketing is **determined** by the metrics of **sales**, **lead** generation, coupon redemption rates, and other measurable responses. Brand-oriented firms are now realizing that...

17/3,K/9 (Item 9 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

02909122 Supplier Number: 43927523 (USE FORMAT 7 FOR FULLTEXT)
Edify Upgrades Work-Flow Software to Link With LAN Apps
CommunicationsWeek, p4
June 28, 1993
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 379

... applications.

Edify's Electronic Workforce is designed to automate businesses processes such as order entry, **sales - lead** tracking and event **notification**. It is a hybrid of an interactive voice response (IVR) system and a work-flow...

17/3,K/10 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

12328370 SUPPLIER NUMBER: 63402906 (USE FORMAT 7 OR 9 FOR FULL TEXT)
TrueAdvantage Extends Sales Lead and RFP Network Reach, Partners with b2bstores.com.
Business Wire, 2174
July 14, 2000
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 538 LINE COUNT: 00051

... which matches qualified, ready-to-purchase buyers with sellers. Daily e-mail updates are sent **notifying** sellers of new **sales leads**. Additionally, the TrueAdvantage database keeps track of specific criteria in purchase request forms through matching...

17/3,K/11 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

12237906 SUPPLIER NUMBER: 62761699 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Launch a Web site - now.

Zarowin, Stanley

Journal of Accountancy, 189, 6, 22

June, 2000

ISSN: 0021-8448

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 2277

LINE COUNT: 00179

... and services.

* Purchasing of supplies and services.

* Customer service or support.

* Enhancing brand image.

* Finding **business leads**.

After you **determine** the goals of the site, ask the second key question: Whom are we trying to...

17/3,K/12 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

11802508 SUPPLIER NUMBER: 59200180 (USE FORMAT 7 OR 9 FOR FULL TEXT)

PLAY DETECTIVE--INVESTIGATE YOUR LEADS.

Kern, Russell

Direct, 12, 1, B3

Jan, 2000

ISSN: 1046-4174

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 559

LINE COUNT: 00049

... for a product category; sort the importance of messages, headlines and offers; and even identify **sales leads**. The Citrix survey helped **determine** which of the six creative concepts would be opened first, and which offers would generate...

17/3,K/13 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

10358476 SUPPLIER NUMBER: 20977767 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Tracker For Sales Trends -- Crmperform Studies Data From Many

Apps. (Broadbase Information Systems CRMperform) (Product Announcement)

Stein, Tom

InformationWeek, n693, p83(1)

July 27, 1998

DOCUMENT TYPE: Product Announcement

ISSN: 8750-6874

LANGUAGE:

English RECORD TYPE: Fulltext

WORD COUNT: 283

LINE COUNT: 00026

TEXT:

Front-office applications handle contact management and customer support, but don't always **determine** which customers and **sales leads** are the most profitable. Broadbase Information Systems Inc. is releasing CRMperform, an analytical tool designed...

17/3,K/14 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

07617690 SUPPLIER NUMBER: 15982988 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Generating leads scientifically. (sales leads)

Rosenfield, James R.

Sales & Marketing Management, v146, n15, p30(2)

Dec, 1994

ISSN: 0163-7517

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 942

LINE COUNT: 00075

ABSTRACT: Companies should **determine** what type of **sales leads** they desire to best serve clients and their sales force. Companies that require a large...

17/3,K/15 (Item 6 from file: 148).

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

07265734

SUPPLIER NUMBER: 15475485

(USE FORMAT 7 OR 9 FOR FULL TEXT)

Building an image via direct response. (Media Management)

Crumbly, Jack

Direct Marketing, v56, n12, p23(3)

April, 1994

ISSN: 0012-3188

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2148

LINE COUNT: 00168

... a measurable response--has meant that the usefulness of direct response marketing has always been **determined** by the metrics of **sales**, **lead** generation, coupon redemption rates and so on.

This measurable efficacy is the principal reason for...

17/3,K/16 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

06800277

SUPPLIER NUMBER: 14980299

(USE FORMAT 7 OR 9 FOR FULL TEXT)

CompuFax specializes in the fax of life. (CompuFax Solutions Corp.)

(Company Profile)

Johnson, Ian

Computer Dealer News, v9, n26, p17(1)

Dec 27, 1993

DOCUMENT TYPE: Company Profile

ISSN: 1184-2369

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 675

LINE COUNT: 00053

... Both the fax-on-demand and interactive forms systems can forward customer requests to suppliers, **notifying** them of possible **business leads**. "The lead referral time gets taken from several weeks, which is how manual processes are...

17/3,K/17 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

06650421

SUPPLIER NUMBER: 14410102

Payback is difficult to quantify. (benefits to costly sales force automation projects) (The CW Guide to Sales Automation Software)

Slater, Derek

Computerworld, v27, n38, p129(1)

Sept 20, 1993

ISSN: 0010-4841

LANGUAGE: ENGLISH

RECORD TYPE: ABSTRACT

...ABSTRACT: their sales representatives. Another company implemented a lead-qualification system that analyzes marketing surveys to **determine** appropriate **sales leads**, thereby reducing the cost per sale made. Still

other firms find the systems enable them...

17/3,K/18 (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

06351948 SUPPLIER NUMBER: 14012341
Edify upgrades work-flow software to link with LAN apps. (local area network) (Edify Corp.'s Electronic Workforce 2.2 workflow software) (Product Announcement)
Schwartz, Jeffrey
CommunicationsWeek, n460, p4(1)
June 28, 1993
DOCUMENT TYPE: Product Announcement ISSN: 0746-8121 LANGUAGE:
ENGLISH RECORD TYPE: ABSTRACT

...ABSTRACT: area network (LAN) environments. Electronic Workforce facilitates automation of businesses such as as order entry, **sales - lead** tracking and event **notification**. Edify uses 'software agents' to replicate tasks done by people. Routines are automated using the...

17/3,K/19 (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

06200792 SUPPLIER NUMBER: 13610455 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Motivating the UK's driving force. (reduction of special tax on new cars)
Miles, Louella
Marketing, p31(3)
Nov 19, 1992
ISSN: 0025-3650 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2046 LINE COUNT: 00153

... offer packs at four-month intervals, while car repurchase intentions are collated and the dealer **notified** through a **sales - lead** pack.

The difference between its programme and that of other manufacturers, said the judges, was...

17/3,K/20 (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

06198264 SUPPLIER NUMBER: 13595819 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Technology evolution draws record crowd to LabelExpo. (part 1) (Converter Show Report)
Paper, Film and Foil CONVERTER, v66, n11, p60(5)
Nov, 1992
ISSN: 0031-1138 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 4594 LINE COUNT: 00377

... high quality of domestic and international visitors as a factor for the generation of sales, **sales leads** and many **confirmed** orders.

"It an excellent show that exceeded all our expectations," James Neate, vice president of...

17/3,K/21 (Item 12 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

05583048 SUPPLIER NUMBER: 11754295 (USE FORMAT 7 OR 9 FOR FULL TEXT)

General/loyalty. (Special Section: The British Direct Marketing Association
Royal Mail Direct Marketing Awards 1991)

Marketing, pS42(1)

Dec 19, 1991

ISSN: 0025-3650

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 346

LINE COUNT: 00028

... offer packs at four-month intervals. Car repurchase intentions are collated and the dealer is **notified** through a **sales - lead** pack.

Lifestyle and product usage data is collected on customer order forms. Information such as...

17/3,K/22 (Item 13 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

04919857

SUPPLIER NUMBER: 10340133

(USE FORMAT 7 OR 9 FOR FULL TEXT)

Is the ingredient market for you? (Ingredients)

O'Connell, Dan

Food & Beverage Marketing, v9, n11, p42(2)

Nov, 1990

ISSN: 0731-3799

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1734

LINE COUNT: 00141

... few marketers track leads past the point of turning them over to a salesperson. Analyzing **sales leads** not only helps **determine** ad effectiveness, it is also useful in determining the quality of trade publications. If a...

17/3,K/23 (Item 14 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

04573991

SUPPLIER NUMBER: 08437272

(USE FORMAT 7 OR 9 FOR FULL TEXT)

Manufacturers: use distributors profitably! (Making Marketing Work)

Hardy, Kenneth G.

Business Quarterly, v54, n4, p27(4)

Spring, 1990

ISSN: 0007-6996

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2102

LINE COUNT: 00174

... manufacturers should get the facts on how much the distributor is featuring their products and **determine** if all the **sales leads**, cooperative allowances, sales training and product seminars are being used, and if not, ask the...

17/3,K/24 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

04511535

SUPPLIER NUMBER: 08339603

(USE FORMAT 7 OR 9 FOR FULL TEXT)

Why salespeople don't follow up leads; sales insights, part 2.

(agricultural machinery industry)

Holtzman, Henry

Implement & Tractor, v105, n1, p15(2)

Jan, 1990

ISSN: 0019-2953

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 934

LINE COUNT: 00073

... contacted by your salespeople.

Rating leads

Good sales managers teach salespersons not to judge a **sales lead**

on its face. Each **lead** must be followed up to **determine** the true value of the prospect. The best salespeople follow up virtually every lead, but ...

17/3,K/25 (Item 16 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

03930243 SUPPLIER NUMBER: 07755305 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Computerized ins. kiosks deliver leads. (Insurance Shopper: Automation Update)

Jones, David C.
National Underwriter Property & Casualty Risk-Benefits Management, n7,
p9(2)
Feb 13, 1989
ISSN: 1042-6841 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 659 LINE COUNT: 00050

... using the Shopper themselves."
Claims by Mr. Shulman that the kiosks are paying off with **sales leads** were **confirmed** by one user agency contacted by the National Underwriter.
"It works great," said Tony Hoyt...

17/3,K/26 (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

02179353 SUPPLIER NUMBER: 03555145 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Students get on-the-job training by helping Commerce Department district offices serve exporters.

Business America, v7, p42(3)
Dec 10, 1984
CODEN: BUAMDM ISSN: 0190-6275 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 1777 LINE COUNT: 00152

... in assisting the client company in establishing a sales office in the "selected country." In **acknowledging** the **sales leads** obtained by still another student intern, her client company stated: "It is not unusual that...

17/3,K/27 (Item 1 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01604696
Inquiry Intelligence Systems Offers "IQ Systems" Software.
NEWS RELEASE March 11, 1987 p. 11

... the inquirer. * Printing of customized forms such as forms for telemarketing, etc. * Printing of 'Hot' **lead** notices to **notify** the salesforce of qualified **leads**. * Tracking of **sales leads** through follow-up by the sales force to capture the final results. * Month end statistical...

17/3,K/28 (Item 2 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

00880091

Creating an effective direct response campaign for telemarketing use is
examined by NR Platt of Sales Qualifiers.

Telemarketing February, 1983 . p. 30,32+1

... must employ three basic elements: a well-planned advertising and
marketing communications program to generate **sales leads** ; a mechanism
to qualify and **determine** the value of each inquiry received, and an
effective sale organization poised to quickly respond...

17/3,K/29 (Item 1 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2004 The Gale Group. All rts. reserv.

01449020 SUPPLIER NUMBER: 11152659 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**IBM teams with Lawson in retail: software vendor's S/38 and AS/400 product
fits Big Blue's strategic plan. (Lawson Associates' Retail Management
System software)**

Irving, Frank

MIDRANGE Systems, v4, n15, p3(1)

July 23, 1991

ISSN: 1041-8237 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 351 LINE COUNT: 00029

... 500 million.

The original intent of Lawson's marketing relationship with IBM was
to increase **sales leads** , says Metzger. When it was **determined** that
Lawson was capable of generating leads without IBM's help, the parties
agreed to...

17/3,K/30 (Item 1 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2004 The Gale Group. All rts. reserv.

04047095 Supplier Number: 53428353 (USE FORMAT 7 FOR FULLTEXT)

WHAT CAR? TV LIMITED: Ford gets interactive with What Car? online.

M2 Presswire, pNA

Dec 17, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 442

... a shorter time scale.'

To enable manufacturers and dealers to immediately fulfill
information requests and **confirm sales leads** , What Car? Online and
What Car? Text can link brochure, test drive and nearest dealership...

17/3,K/31 (Item 2 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2004 The Gale Group. All rts. reserv.

03974414 Supplier Number: 53009452 (USE FORMAT 7 FOR FULLTEXT)

**WHAT CAR? TV LIMITED: What Car? Online and What Car? Text boost
manufacturer and dealer sales leads.**

M2 Presswire, pNA

August 31, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 449

... information from potential buyers. To enable manufacturers and
dealers to immediately fulfil information requests and **confirm sales
leads** , What Car? Online and What Car? Text are able to link brochure, test

drive and...

17/3,K/32 (Item 3 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2004 The Gale Group. All rts. reserv.

03001880 Supplier Number: 46122593 (USE FORMAT 7 FOR FULLTEXT)
New Magazine To Get Shorter Name
Metalworking Insiders' Report, pN/A
Feb 5, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 276

... on tap for the magazine, which is published by Worldwide Faxmail
(Hicksville, N.Y.), a **sales - lead notification** service for machinery
sellers in turn owned by used-equipment dealer Machinery Values, Inc.
What...

17/3,K/33 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2004 Resp. DB Svcs. All rts. reserv.

2779808 Supplier Number: 02779808 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Ford to pay top dealers only
(Ford Division to give 'Blue Oval' dealerships, who obtain high customer
satisfaction scores, a 1.25% return on each new vehicle invoice)
Automotive News, v 74, p 1
April 24, 2000
DOCUMENT TYPE: Journal ISSN: 0005-1551 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 601

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...are being judged on numerous criteria ranging from clean restrooms to
swift handling of Internet **sales leads** .

Ford spokeswoman Anne Doyle **acknowledged** that Blue Oval dealers will
receive cash rewards. But she declined to provide details.

Ford...

17/3,K/34 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2004 Resp. DB Svcs. All rts. reserv.

2474868 Supplier Number: 02474868 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Edgar IPO falls flat with skittish Internet investors
(Edgar Online Inc raised \$34 mil in its IPO, although the deal lacked
recognition)
Investment Dealers' Digest, p N/A
May 31, 1999
DOCUMENT TYPE: Journal ISSN: 0021-0080 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 529

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...of its service. He points to an advertising client that subscribes to

Edgar to generate **business leads** from its IPO filing **notification** service as an example of the firm's potential.

"We mine and deliver (data) to..."

17/3,K/35 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2004 Resp. DB Svcs. All rts. reserv.

2198904 Supplier Number: 02198904 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Tracker For Sales Trends -- Crmperform Studies Data From Many Apps
(Broadbase Information Systems Inc releases CRMperform, an analytical tool designed to extract and analyze data from front-office applications)
Information Week, p 83
July 27, 1998
DOCUMENT TYPE: Journal ISSN: 8750-6874 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 258

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...Tom Stein

Front-office applications handle contact management and customer support, but don't always **determine** which customers and **sales leads** are the most profitable. Broadbase Information Systems Inc. is releasing CRMperform, an analytical tool designed...

17/3,K/36 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01869584 05-20576
Quality information leads to quality leads
Donath, Bob
Marketing News v33n17 PP: 11 Aug 16, 1999
ISSN: 0025-3790 JRNL CODE: MNW
WORD COUNT: 802

...TEXT: her technology? For the markets they sell to? Check your prospect against commercial databases to **determine** credit strength.

Timing

Efficient **sales - lead** management puts salespeople into the selling process when they are needed and not before. Knowing...

17/3,K/37 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01748572 03-99562
Collaborative solutions
Irving, Susan
Manufacturing Systems v16n10 PP: 92-108 Oct 1998
ISSN: 0748-948X JRNL CODE: MFS
WORD COUNT: 4783

...TEXT: call to find out, 'Where are we at with this?'

Distributor Moroney has experienced quicker **sales lead notification**

* (b) and the ability to locate discontinued products for his customers. For example, a customer considers...

17/3,K/38 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01673606 03-24596

Tracker for sales trends

Stein, Tom

Informationweek n693 PP: 83 Jul 27, 1998

ISSN: 8750-6874 JRNL CODE: IWK

WORD COUNT: 267

...TEXT: many apps

ront-office applications handle contact management and customer support, but don't always **determine** which customers and **sales leads** are the most profitable. Broadbase Information Systems Inc. is releasing CRMperform, an analytical tool designed...

17/3,K/39 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01430355 00-81342

Measuring your public relations efforts

Fugel, John A

Rural Telecommunications v16n3 PP: 60-64 May/Jun 1997

ISSN: 0744-2548 JRNL CODE: RTC

WORD COUNT: 1033

...TEXT: corporate awareness; increase the dissemination of the company or product messages; educate certain publics; generate **sales leads**; and sell products.

2. **Determine** criteria. This is the specific criteria of success you will measure. It's both quantitative...

17/3,K/40 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01111556 97-60950

Be smart: Offer inquiry qualification services

Lamons, Bob

Marketing News v29n23 PP: 13 Nov 6, 1995

ISSN: 0025-3790 JRNL CODE: MNW

WORD COUNT: 1028

...TEXT: firms are full-service ad agencies. These firms have recognized the importance of hanging with **sales leads** long enough to **determine** sales potential and build data bases for future marketing efforts.

Not only is it a...

17/3,K/41 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00990367 96-39760

4 ① **International bond issues**

Anonymous

Euroweek n392 PP: 24-36 Mar 3, 1995

ISSN: 0952-7036 JRNL CODE: EUW

WORD COUNT: 13839

...TEXT: late on Thursday afternoon and the syndicate was not in place at the close of **business**. Lead manager BCEE, however, **confirmed** that about 25 banks had been contacted and that all the replies received at that ...

17/3,K/42 (Item 7 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

00725208 93-74429

Leads Guaranteed

King, Elliot

Target Marketing v15n3 PP: 10-12 Mar 1992

ISSN: 0889-5333 JRNL CODE: ZIR

WORD COUNT: 1145

...TEXT: the package included a business reply card, each prospect was also called to qualify the **leads** further. Finally, a **sales lead notification** with all the information gathered about the prospect to date was forwarded to the Digital...

17/3,K/43 (Item 8 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

00623389 92-38491

Shows That Fill the Bill

Walton, Jim

Agri Marketing v30n7 PP: 50 Jul/Aug 1992

ISSN: 0002-1180 JRNL CODE: AGI

WORD COUNT: 567

...TEXT: and farming practices.

Companies can use this information to design the exhibit, set staffing levels, **determine** attendance expectations and set **sales lead** goals. It is even used to determine how products are positioned in the exhibit.

QUALITY...

17/3,K/44 (Item 9 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00463894 89-35681

How BICC Turned a Deluge of Replies into Worthwhile Leads

Townend, Ruth

Industrial Marketing Digest v14n2 PP: 37-42 Second Quarter 1989

ISSN: 0950-9038 JRNL CODE: IMD

...ABSTRACT: and sales management. The system comprises the following elements: 1. fulfillment, 2. qualification, 3. "hot" **lead notification**, 4. **sales lead** evaluation, 5. reporting, and 6. mailing list management. When inquiries are received, a fulfillment pack...

* 17/3,K/45 (Item 10 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00380742 .87-39576

How Customs Valuations of Imported Goods Affects Related-Party Transactions
Linnet, Paul E.; Singer, Paula N.
Journal of Taxation v67n5 PP: 346-349 Nov 1987
ISSN: 0022-4863 JRNL CODE: JTX

...ABSTRACT: and 2. circumstances of sale. Custom regulations help identify factors that will be evaluated when **determining** whether the circumstances of **sale** **lead** to an acceptable transaction value. Multinational corporations will need to promote coordination between the staff...

17/3,K/46 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

13486411 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Internet World Trade Show Convenes in New York Amid Industry Gloom
Chris O'Brien
KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (SAN JOSE MERCURY NEWS - CALIFORNIA)
October 26, 2000
JOURNAL CODE: KSJM LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 997

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... public.
And even as representatives from Internet companies roamed the trade show floor looking for **business leads** and potential new partners, some **acknowledged** that it was hard to ignore the gloom.
One person who did not want his...

17/3,K/47 (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

11217741 (USE FORMAT 7 OR 9 FOR FULLTEXT)
(No Published Headline)
SECTION TITLE: NEWS
INFOTECH WEEKLY , 2 ed, p28
May 22, 2000
JOURNAL CODE: WIWY LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 581

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... the Opportunity Manager module which lets sales team members ascertain the potential value of a **sales lead** and may help **determine** actions leading to a sale.
Cost is dependent on configuration and the product is distributed...

17/3,K/48 (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

10716462 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Ford to pay top dealers only
MARY CONNELLY

* - AUTOMOTIVE NEWS, pl
April 24, 2000
JOURNAL CODE: WCAN LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 564

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... are being judged on numerous criteria ranging from clean restrooms to swift handling of Internet **sales leads**.

Ford spokeswoman Anne Doyle **acknowledged** that Blue Oval dealers will receive cash rewards. But she declined to provide details.

Ford...

17/3,K/49 (Item 4 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

08276325

Internet auctions come to the aid of UK businesses.

COMPUTING, p2

November 18, 1999

JOURNAL CODE: WCOM LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 71

... the auction process works both ways. So a concrete supplier, for example, will get immediate **sales leads** by being **notified** of future tenders.'

17/3,K/50 (Item 5 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

04812229 (USE FORMAT 7 OR 9 FOR FULLTEXT)

NetSearch(TM) Introduces its 'Merchant Notification System'

PR NEWSWIRE

March 30, 1999

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 740

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... sales productivity through the use of advanced wireless and Internet technologies. The company's Merchant **Notification** System is a revolutionary **sales lead** distribution solution that goes far beyond traditional pagers by uniquely allowing salespersons to receive, originate
...

17/3,K/51 (Item 1 from file: 634)
DIALOG(R)File 634:San Jose Mercury
(c) 2004 San Jose Mercury News. All rts. reserv.

10800043

THE THRILL IS GONE AT INTERNET SHOW INDUSTRY CONFRONTS THE NEW REALITIES

San Jose Mercury News (SJ) - Thursday, October 26, 2000

By: CHRIS O'BRIEN, Mercury News

Edition: Morning Final Section: Front Page: 1A

Word Count: 1,015

...public.

And even as representatives from Internet companies roamed the trade show floor looking for **business leads** and potential new partners, some